



# U.S – Oman Trade Bulletin

[www.oman.usembassy.gov](http://www.oman.usembassy.gov)

Jan / Feb / Mar 2014

## In this Issue

- [January 8. MBA Students from the Carlson School-University of Minnesota attend a briefing on the U.S - Oman Free Trade Agreement](#)
- [January 9. Business Luncheon in honor of Commodore Glen S. Leverette Jr., Commander, Logistics Forces, U.S. Naval Forces Central Command](#)
- [January 22. Back To Business Networking Event](#)
- [January 28-29. Ambassador's Business Tour Of Salalah](#)
- [Feb 23-27. U.S Rail Delegation visit](#)
- [Feb 24. On Demand Books Presentation at Ministry of Manpower](#)
- [Feb 26. Rail Opportunities Webinar](#)
- [Feb 26-27. Protecting Your IPR In Oman](#)
- [March 12. OABC Internship Seminar: "Best Internship Practices In Oman"](#)
- [March 17. OABC Recruitment BBQ](#)
- [March 25. National Day Celebration 238 Years Of American Independence](#)

**On January 8, 2014**, MBA Students from the Carlson School, University of Minnesota, attended a briefing on the United States - Oman Free Trade Agreement and Oman's Economy by the Economic Officer Claire Ruffing at the U.S Embassy in Muscat.



A group picture of the MBA Students at the University of Minnesota with the Economic Officer Claire Ruffing

---

**On January 9, 2014**, U.S. Ambassador Greta C. Holtz hosted a business luncheon in honor of Commodore Glen S. Leverette Jr., Commander, Logistics Forces, U.S. Naval Forces Central Command, at her residence. Commodore Leverette shared about the U.S. Navy's plans to increase utilization of Oman's ports for logistics, repair, refueling, recreation, and resupply, and the potential resulting business opportunities.



Ambassador Holtz speaking to Sheikh Salim al-Rawas, Managing Director of A.S.B. Group of Companies, Chairman - Oman Oil Marketing Company, and a member of OmanOil Board of Directors

---

**On January 22, 2014,** Back2Business Oman, a major international networking event, was launched by representatives of the Oman American Business Council (OABC), the British Business Forum, the European Business Persons Group, and the Australian Business Group.



Back2Business, Oman's largest business networking event to date, was designed to help develop new business relationships and attracted over 450 guests at the Grand Hyatt Hotel in Muscat.



Ali Daud the President of Daud Group and Chairman of Oman American Business Council; Garry Friend, General Manager of Grand Hyatt and Back2Business founder; and other OABC members



Ida Mathew, Commercial Assistant at the U.S. Embassy in Muscat with OABC member Dr. Michael Williams, the President and CEO of Gulf Consulting Group.



Emily Shaffer, Economic & Commercial Officer at the U.S. Embassy in Muscat with Mr. Ali Dualeh and William Barrie of Al Busaidy, Mansoor Jamal & Co.



B2B registrations counter.

Galina Prokhina, Corporate Coordinator, OABC, and a member of the Back2Business Oman organizing committee, said, "I received very positive feedback from ABC members on Back2Business Oman. In fact, members are asking for it to be organized twice a year. It was the first event in Oman that brought all major business groups together."

---

**On January 28-29, 2014:** U.S. Ambassador Greta C. Holtz, accompanied by members of the [Oman American Business Council \(OABC\)](#) and Khalid al-Shuaibi, Director General of International Organizations and Commercial Relations at the Ministry of Commerce and Industry, traveled to Salalah to highlight the many commercial opportunities available for U.S. trade and investment, and to conduct business-to-business discussions. The Ambassador, along with Economic and Commercial officer Emily Shaffer, OABC members, and Khalid al-Shuaibi visited OCTAL's world-class PET complex in the Salalah Free Zone; a joint U.S.-Omani investment project, OCTAL is the world's largest producer of PET resin and sheet on a single site with an annual capacity of 1 million tons.



Ambassador Holtz, Emily Shaffer, and OABC members at OCTAL



Ambassador Holtz at a business networking reception hosted by the Port of Salalah and Mina Group.

---

**On February 23-27, 2014,** the U.S. Embassy hosted a rail-themed business delegation from Galesburg, Illinois, which is a historic rail cluster hosting many American rail companies near the Chicago railway network hub in the Midwestern United States. The delegation included GE Transportation, Koppers, FreightCar America, Astec Mobile, and Miner Enterprises.



A special Luncheon at the U.S. Ambassador's residence in honor of the U.S. rail delegation with special guest Abdulrahman al-Hatmi, Director of the Oman Rail Project



Gary Camarano, delegation leader representing the city of Galesburg Economic Development Office; Ida Mathew, the Commercial Specialist at the U.S Embassy; Peter van Der Haas, Director of European Sales, Miner Enterprise Inc.; and Gary Taylor, International Coordinator, Astec Mobile Screens.

**On Monday February 24, 2014,** Ambassador Holtz and visiting former U.S. Ambassador to Oman Frances Cook attended a demonstration of the “Espresso Book Machine” at the Ministry of Manpower by On Demand Books, an American company that is revolutionizing on-demand printing and is seeking partnerships in Oman.



Ambassador Holtz along with Undersecretary of Technical and Vocational Education Dr. Muna bint Salim bin Khalfan al Jardaniya, and senior officials from the Ministries of Manpower and Education were in attendance.

---

**On February 26, 2014** the [Oman American Business Council \(OABC\)](#) jointly with the U.S. Embassy sponsored a webinar presentation on the Oman Rail project with Abdulrahman al-Hatmy as the featured speaker. A combined live and “virtual” audience of about 67 local and U.S.-based companies, including Harsco Rail, Ballast Tools, Brookville Equipment Co., Amsted Rail, Tactical Micro, and Lockheed Martin, participated actively and planted the seed for further matchmaking



Emily Shaffer Economic and Commercial Officer at the U.S. Embassy, Abdulrahman al-Hatmy Project Director, Oman Railway, and the Oman Railway Technical Expert Abdul Mutalib Ghazai



Networking reception after the Rail Webinar

---

On February 26-27, 2014, the U.S. Embassy in Muscat and the [Oman American Business Council \(OABC\)](#) co-hosted an IPR enforcement conference entitled “Protecting Your Intellectual Property Rights (IPR) in Oman.” The CEO of the [Arabian Anti-Piracy Alliance \(AAA\)](#), Scott Butler, presented on “Public-Private Partnerships for IPR Protection” & “Right-Holder Interaction with the Omani Government.”



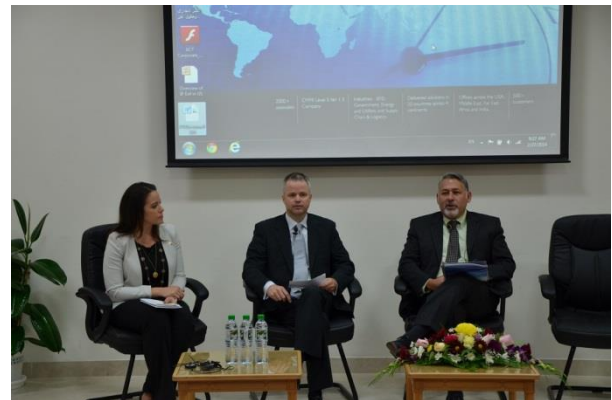
U.S. Patent & Trademark Office (USPTO) Intellectual Property Attaché, Aisha Y. Salem, and USPTO Attorney Advisor, J. Todd Reves listen to questions posed by U.S. and local businesses



U.S. and local businesspeople, lawyers, brand-owners and entrepreneurs having a conversation about Enforcement Responsibilities & Procedures within the Omani Government.



From right First Lt. Hamoud Ali al-Ndabi, Investigation and Risk Assessment, Royal Oman Police-Customs; Ahmed Ali al-Baloshi, Public Prosecution Chief, Oman Public Prosecution; Ahmed al-Saidy, Director of Intellectual Property Rights Department, Ministry of Commerce & Industry; Riyadh al-Balushi, Assistant Legal Advisor, Ministry of Legal Affairs



Deputy Chief of Mission Paul R. Malik (Right) gave opening remarks to an enthusiastic and engaged audience of U.S. and local businesspeople, corporate lawyers, U.S. Patent, IPR Attaché for the Middle East & North Africa Aisha Salem (left), Jonathan Cooper, Treasurer of the Board of Directors Of Oman American Business Council and the Executive Vice President - Private Equity of Vision Investment Services (center)

**On March 12, 2014** The [Oman American Business Council \(OABC\)](#), in cooperation with Sultan Qaboos University's Center for Career Guidance, conducted a panel discussion and networking session on "Best Internship Practices in Oman." The event coincided with SQU's Career and Training Opportunity Fair 2014. The event was one of OABC's Corporate Social Responsibility initiatives to promote internships in Oman.



The Panelists (from right) Stefany Araya, Vice President Business Development, AIESEC Oman; Eyad Bazkhan Al-Zadjali, former intern; Hilal Al-Yaarubi, Training and Omanization Team Leader, Occidental; Dr. Yousuf Salim Al-Hinai, Assistant Dean for Training & Community Service, College of Economics and Political Science, Sultan Qaboos University; Dr. Faiza Al-Raisi, Director of Industrial Relations, Technology Transfer & Training, Directorate General Technological Education, Ministry of Manpower; Hala Srouji, General Manager for Corporate Communications/ Internship Coordinator, Port of Salalah; Aqeel Ba'Omar, former intern; and moderator Sarah Jackson, [OABC](#) Board Member/ Country Director, AMIDEAST/Oman

**On March 17, 2014** The Chargé d'Affaires of the U.S. Embassy, Paul R. Malik, in cooperation with the [Oman American Business Council \(OABC\)](#), hosted an OABC Recruitment BBQ at his residence.



(From right) Fouad Eid, General Manager, Dover Middle East; Emily Shaffer, Economic and Commercial Officer, U.S. Embassy Muscat; Claire Ruffing, Economic Officer, U.S. Embassy Muscat; Mohammed Hmeidani, Economic Analyst; Ghassan Mahfouz, CCSD Manager, Nestle Oman; Ida Mathew Commercial Specialist, U.S. Embassy Muscat.



Ali Daud, OABC Chairman and the CEO of Daud Enterprises; Jesal Asher-Rajda, Executive Director, Al Ansari Trading Enterprise, along with her spouse Meethu Rajda.



OABC members and BBQ attendees

**On March 25, 2014** The U.S. Embassy in Muscat celebrated U.S. Independence Day with a reception on the Embassy compound. The theme of the Independence Day event was “Open People, Open Spaces.” The event featured performances by the United States Air Force Band and the Omani Oud Association.

U.S. Ambassador Greta Holtz said, "The theme of the reception speaks of the enduring partnership and shared traditions and values of our countries. We celebrate our shared goals of tolerance and understanding through cultural exchanges — exemplified by the fusion on this stage of the Omani Oud Association with the U.S. Air Force band." The Ambassador also thanked the many U.S companies whose contributions and in-kind support made the celebration a success.



Ambassador Holtz with H.E Eng Ahmed El Dheeb Undersecretary of Ministry of Commerce & Industry , H.H Sayyid Mohammed Al Said Chief of protocol, Ministry of Foreign Affairs



The Omani Oud Association and the U.S Air Force band